

## Message Text

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21

ACTION XMB-04

INFO OCT-01 NEA-09 ISO-00 SP-02 AID-05 EB-07 NSC-05

CIEP-01 TRSE-00 SS-15 STR-01 OMB-01 CEA-01 CIAE-00

COME-00 FRB-03 INR-07 NSAE-00 OPIC-03 LAB-04 SIL-01

DODE-00 PM-03 H-01 L-02 PA-01 PRS-01 NSCE-00 SSO-00

USIE-00 INRE-00 AEC-05 OES-03 /086 W  
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O R 190940Z FEB 75

FM AMEMBASSY NEW DELHI

TO SECSTATE WASHDC IMMEDIATE 6979

INFO AMEMBASSY BEIRUT

AMCONSUL BOMBAY

LIMITED OFFICIAL USE NEW DELHI 2316

BEIRUT FOR RCAA DWOR

E.O. 11652: N/A

TAGS: EAIR, IN

SUBJ: AIRCRAFT SALES

REF: STATE 35273

1. I VERY MUCH APPRECIATED EXIM'S PROMPT AND HELPFUL RESPONSE  
TO MY MESSAGES FOLLOWING MY CONVERSATION WITH AIR CHIEF MARSHAL  
LAL. I DID BELIEVE IT USEFUL TO PASS ON THE SUBSTANCE OF THE  
RESPONSE TO HIM, AND HE EXPRESSED HIS GRATITUDE. HE TELLS ME  
THAT HE HAS NOW SENT A TELEGRAM TO EXIM ABOUT THE FINANCING OF  
ADDITIONAL WIDE-BODIES AIRCRAFT AND THAT INDIAN AIRLINES FINANCE  
DIRECTOR KRIPAL CHAND ALSO TOUCHED ON IT WITH EXIM WHEN HE WAS  
IN WASHINGTON LAST WEEK ARRANGING THE DETAILS OF THE BOEING  
FINANCING. LAL SAYS THAT ON THE BOEING SALE, INDIAN AIRLINES  
OPTED FOR 40-50-10 AND IMPLIED TO ME THAT THIS MIGHT BE THE BEST  
OF THE OPTIONS OFFERED BY EXIM FOR FINANCING THE LOCKHEEDS, IF  
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THEY SHOULD DECIDE TO BUY THEM.

2. LOCKHEED (PETER MINGRONE) TELLS US THAT THE A-300 PEOPLE ARE SEEING IA TODAY AND LOCKHEED WILL HAVE ITS DAY IN COURT ON FEBRUARY 20, BEFORE THE BOARD MEETING. LAL TOLD ME HE HOPED THAT LOCKHEED COULD COME ARMED WITH EXIM TERMS. I STRONGLY URGE LOCKHEED BE INFORMED THAT IT MAY OFFER A 40-50-10 OPTION, THOUGH I WOULD HOPE THIS WOULD ONLY BE ONE OF THE OPTIONS THAT COULD BE OFFERED. WE SHALL CONTINUE TO KEEP IN CLOSE CONTACT WITH LOCKHEED AND IA TO ENSURE THE MAXIMUM FLOW OF INFORMATION TO ALL CONCERNED.

3. MINGRONE TELLS US THAT LAL TOLD HIM THAT THE FRENCH OFFERED A PACKAGE INVOLVING SALE OF THE A-300, MILITARY AIRCRAFT (PRE-SUMABLY THE MIRAGE 4) AND NUCLEAR COOPERATION (TYPE NOT IDENTIFIED BY LAL) IF THE GOI WOULD CHOSE THE A-300. LAL HAS SUCCEEDED IN SECURITY GOI AGREEMENT TO A FREE HAND TO PURCHASE WHAT HE THINKS IA NEEDS REGARDLESS OF THE PACKAGE OFFER. NEVERTHELESS IT DOES ILLUSTRATE THE COMPETITION WE FACE AND THE NEED TO HAVE THE BEST PACKAGE POSSIBLE AT THE RIGHT TIME IF WE ARE TO RETAIN THIS MARKET.

4. PLEASE TELL ME BY IMMEDIATE CABLE THE FINANCING OPTIONS EXIM IS PREPARED TO OFFER SO THAT I MAY PASS THEM ON TO LAL BEFORE THE CRUCIAL FEBRUARY 20 BOARD MEETING OF INDIAN AIRLINESJ SCHNEIDER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** GOVERNMENT PROCUREMENT, COMMERCIAL AIRCRAFT, AIRCRAFT SALES  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 19 FEB 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** CunninFX  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
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**Previous Classification:** LIMITED OFFICIAL USE  
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**TAGS:** EAIR, IN, US  
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